Breyden Products **creates a simple process to capture quality data** with WinMan's enterprise resource planning software.

WINMAN ®

CASE STUDY | **BREYDEN** PRODUCTS, INC.

Situation

Textile producer Breyden Products struggled with an inefficient ERP process. The company had too many systems that were not optimized or integrated for manufacturing Breyden's primary products of braided lacing tape and braiding yarns for the aircraft and defense industry.

"We were confident there was a vendor that could do what we needed."

Breyden was using Quickbooks for accounting and a proprietary ERP solution for order entry and inventory tracking. However, when they attempted to integrate the systems, they were unable to accurately calculate inventory as orders were being processed and made r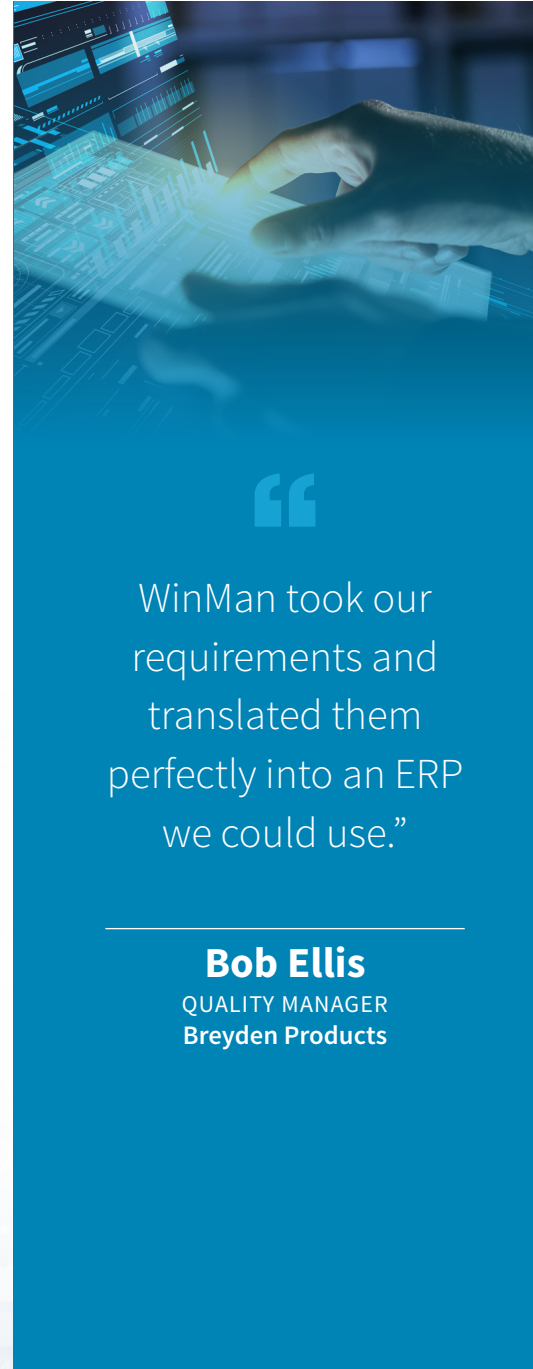eady for shipping. Production data, such as test results or shipping performance, were difficult to retrieve. Improvements to the system were slow to be delivered.

Breyden's Quality Manager, Bob Ellis, and Production Manager, Rachel Bertapelle, spoke with several other ERP vendors about their specific process and needs. In all cases, the vendors wanted Breyden to change their continuous manufacturing process in order to fit ERPs designed for discrete manufacturing.

Bob said, "We had one vendor we explained the process to. They came in with a proposal to try to convince us to move to discrete manufacturing." This simply was not an option for Breyden Products.

Rachel said, "We were confident there was a vendor that could do what we needed. When they told us we had to change, we said, 'Well, that's not the right one. So we'll keep looking.'"

It was then that they found WinMan.

> "
> WinMan took our requirements and translated them perfectly into an ERP we could use."
>
> **Bob Ellis**
> QUALITY MANAGER
> **Breyden Products**

Solution

WinMan developed a complete set of solutions to support and track Breyden's business processes. The solution included integrating inventory, quality assurance, and risk mitigation with Breyden's continuous manufacturing practices.

WinMan provided their mobile application, WinMan Go, with a specific applet for each stage of the continuous manufacturing process. Each applet not only feeds information to the next consecutive stage, it also documents and stores pertinent quality information.

Furthermore, WinMan established controls that would prevent stages from being completed until Breyden's standards were met. Having all this data captured at every stage provides crucial knowledge about the order, machine, and end product. It also helps ensure traceability of materials, proper inventory tracking and detailed information regarding compliance.

After implementation, Breyden coordinated with WinMan to create real-time reports from the data collected, allowing Breyden to make confident, informed business decisions.

Breyden now has one complete system to store all data from quotes, orders, material, quality data, and accounting.

Results

Breyden now has one complete system to store all data from quotes, orders, material, quality, and accounting. Thus far, the company has been using WinMan with no support issues.

Additionally, Breyden now has the ability to track a finished product back through the manufacturing process and know it came from a specific batch and used a specific material. They no longer have to use spreadsheets to back up inventory data.

"There are always issues when implementing an enterprise solution," Rachel said, "but WinMan addressed them very quickly and changed whatever we needed. We know it's working because we're getting the outputs we expect from it."

"WinMan adjusted to us as we go, as opposed to us adjusting to the ERP system. That capability is what makes this a success," said Bob.

Benefits

- Visualization of manufacturing process end to end
- Comprehensive data collection and reporting
- Quick response to change requests
- Real-time information formatted for ease-of-use
- Inventory and scrap reduction
- Streamlined delivery